



GMM Summary FINANCE

16 May, 2019

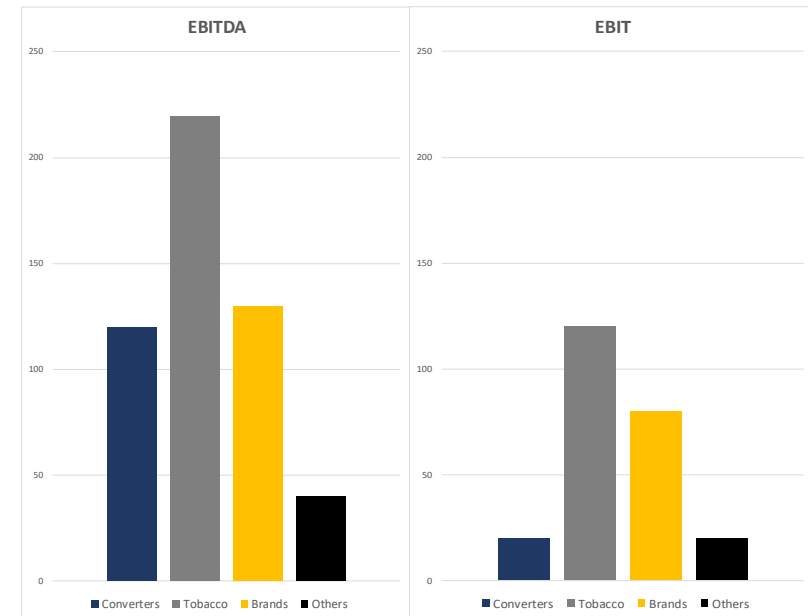
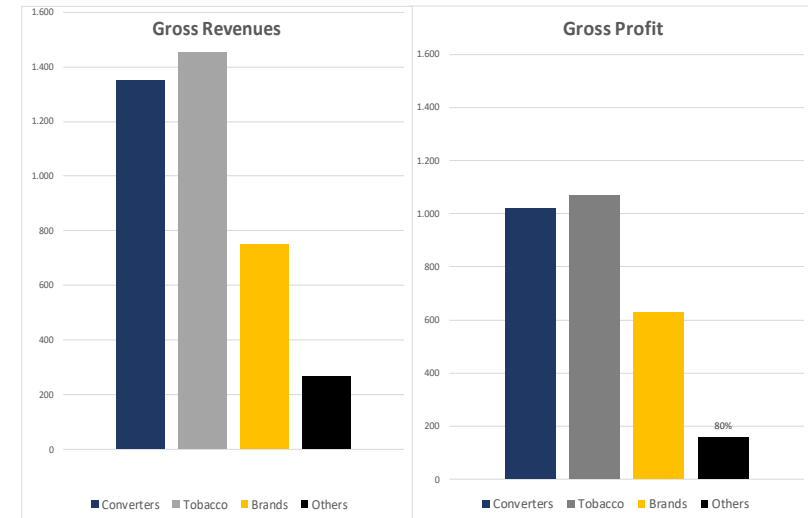
Kippenheim – Fabian Naudascher

Outlook on the future Reporting Annex20 for measurement of profitability and for comparability /

Caution: the displayed values are fictional and for illustration purposes only!

JDEU Segment Reporting

Segment Information	Converters	Tobacco	Brands	Others	JDEU total
in T €	Monat/2019	Monat/2019	Monat/2019	Monat/2019	Monat/2019
Number of working days	20	20	20	20	20
Order received					
Order backlog					
Existing Capacity Production in Pieces thereof produced and delivered Pieces = achieved production capacity in %	1.900 116%	1.900 84%	200 100%	0 0%	4.000,0 100%
Revenues					
Gross Revenues (before Claims and Discount (Boni))	1.350	1.450	750	270	3.820
Operating Performance	1.300	1.400	700	200	3.600
External Service / Change in inventories of finished goods and WIP	-30	-30	-50	-10	-120
Material Costs	-250	-300	-20	-30	-600
Gross Profit (Rohhertrag)	1.020	1.070	630	160	2.880
Personnel Costs, Production	-350	-350	-50	-20	-770
Personnel Costs, Repro	-150	-100	-100	-10	-360
Other Production Costs (Rep. Mainten., Fuel, Electr., Waste etc.)	-100	-100	-50	-50	-300
Margin I	420	520	430	80	1.450
Sales & Marketing Costs	-150	-150	-200	-20	-520
Margin II	270	370	230	60	930
Administration Costs	-150	-150	-100	-20	-420
EBITDA	120	220	130	40	510
Total Depreciation & Amortization	-100	-100	-50	-20	-270
EBIT	20	120	80	20	240
Segment KPIs:					
Gross Margin (Adjusted) in % of Operating Performance	78%	76%	90%	80%	80%
EBITDA in % of Operating Performance	9%	16%	19%	20%	14%
EBIT in % of Operating Performance	2%	9%	11%	10%	7%
Headcounts per operating segment (Total)	147	137	80	18	382
Production	70	80	10	2	162
Repro	36	23	32	7	98
Sales	26	19	35	9	89
Admin	15	15	3	0	33



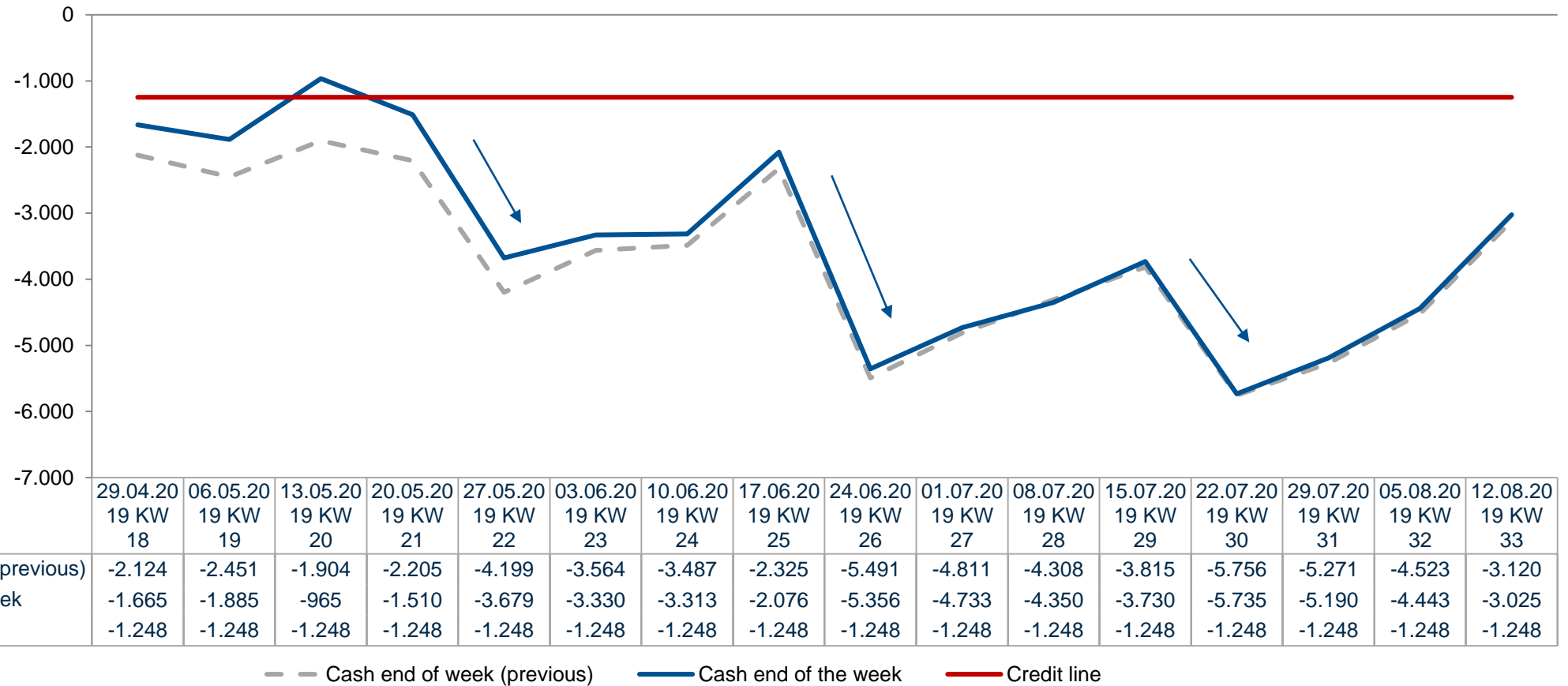
Weekly liquidity forecast

- Transparency
- Planning security
- Early detection of cash needs / Alert!
- Standardized planning
- Preparation of Group liquidity forecast



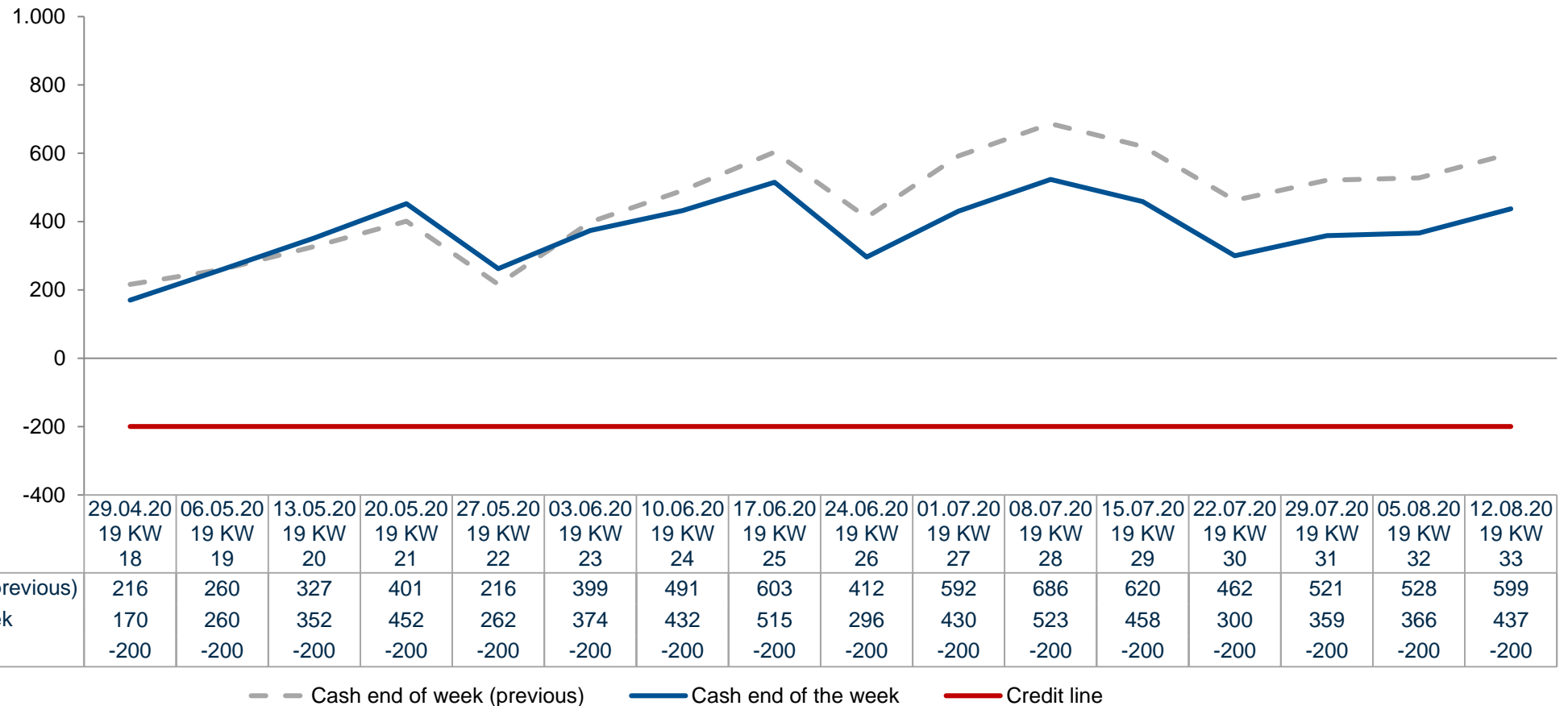
Liquidity forecast Janoschka Group

Janoschka Group excl. JV, excl. JMYS



Liquidity forecast Iberia

Cluster Iberia



Conclusion of Team F

1. Constructive and active discussion in Team F
2. Operating Segments & Treasury Operations have been aligned and agreed on
- 3. Agreement to meet at least once a year among the global members of Team F**

janoschka
your teampreneur

THANK YOU

FOR YOUR ATTENTION